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# AGRICULTURAL COOPERATION

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION COLLECTED BY THE BUREAU OF AGRICULTURAL ECONOMICS,  
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## MEMBER MAY EXAMINE PROPERTY OF ASSOCIATION

It has been previously pointed out that a member or shareholder of an association or corporation has the right, subject to certain reasonable limitations, to examine its books. This proposition is well established by numerous court decisions. The question of whether a member or shareholder of a corporation or association may examine its property (other than books) has rarely been raised in the courts. In fact, the only instance in which this question appears to have been passed upon by a court of last resort in this country was in the case of *Hobbs v. Tom Reed Gold Mines Company*, decided by the Supreme Court of California, 164 Cal. 497, 129 Pac. 781, 43 L.R.A. (N.S.) 1113.

In this case the defendant, a gold mining corporation, was organized under the laws of Arizona and operated a gold mine in that State. The principal place of business of the corporation was in Pasadena, Calif., and its officers and directors resided in that State. The plaintiff owned stock in the corporation and desired to inspect the mine to ascertain if the mining operations were being carried on with skill and good judgment. The corporation refused to allow him to do so. He then brought a mandamus proceeding against the directors, the president and secretary of the corporation, praying that they be commanded to allow him to visit the mine and also that they be required to give him an order directing those in charge of the mine to show him such portions of it as he desired to see. The lower court held against the plaintiff and he appealed to the Supreme Court of California, which court held, although the gold mine was in Arizona, that inasmuch as the directors and officers of the corporation were in California, it could compel them to give plaintiff an order directing those in charge of the mine to show it to the plaintiff. In this connection the court pointed out that the rule was established that a stockholder could examine the books of a corporation and quoted with approval the following taken from a decision rendered by the Supreme Court of the United States:

The right of inspection rests upon the proposition that those in charge of the corporation are merely the agents of the stockholders, who are the real owners of the property.

It also said:

It can not be denied that it is the right of everyone to see that his property is well managed, and to have access to the proper sources of knowledge in this respect.

L. S. Hulbert.

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### PORTUGUESE FARMERS MAKE GOOD COOPERATORS

"This cooperative method of marketing has been their salvation and to-day they are in a fairly prosperous condition." The above statement is from the manager of the Cape Cod Strawberry Growers' Association, East Falmouth, Mass., concerning the members of the association which he says is made up of 100 Portuguese farmers, the majority of whom can neither read nor write. The association was formed in 1905. Seventy-five cars of berries were sold the present season, amounting to \$108,000. Most of the berries are sent to Boston on consignment and each day's shipments are pooled.

A recapitulation of the business for the past eight years is as follows:

Year	Total Sales (quarts)	Gross Receipts	Net Receipts	
			No. 1	No. 2
1916	789,416	\$ 48,551.10	\$30,630.83	\$8,060.26
		(Av. per qt.) 6.150¢	5.651¢	3.269¢
1917	333,856	57,956.70	28,417.60	4,020.91
		(Av. per qt.) 11.369¢	10.029	7.961¢
1918	405,160	95,014.95	79,091.79	4,241.00
		(Av. per qt.) 23.451¢	20.802¢	16.996¢
1919	351,145	74,570.17	62,455.56	1,831.54
		(Av. per qt.) 21.236¢	18.443¢	15.047¢
1920	327,483	78,429.20	64,688.80	2,803.69
		(Av. per qt.) 23.948¢	20.882¢	15.825¢
1921	563,859	123,096.05	105,874.27	2,622.63
		(Av. per qt.) 22.518¢	19.168	15.872¢
1922	684,460	108,317.90	89,705.84	1,522.14
		(Av. per qt.) 15.825¢	13.428¢	9.277¢
1923	1,044,973	153,259.52	108,405.51	245.65
		(Av. per qt.) 12.752¢	10.413¢	6.197¢

MARKETING PRACTICES OF COOPERATIVES HANDLING BOXED APPLES

Reports to the Department of Agriculture from 26 farmers' business organizations handling boxed apples indicate that all but two of the associations pool the returns for similar varieties and similar grades. In twelve of the associations the pooling period is for the entire season. In several other organizations the pools are for periods varying from two to six months. In two instances 40 days is given as the maximum time for the pools to run.

All but two of the reporting associations have contracts with their members. The number of markets reached by different associations in handling the 1922 crop was as follows: one sold to 19 markets; one to 35; one to 56; two to 85; one to 100; one to 116; one to 130; one to 153; and one to 252. Twenty of the associations reported selling on a cash-on-track basis; eleven sold on wire orders; six sold on the auctions, and four consigned fruit. In three of the associations the sales were made by the manager. Six of the associations had their own selling forces, and sixteen used a selling agency outside their own organizations. Fifteen associations reported that they sold to direct buyers; twelve that they used brokers, and six that they sold through cooperative sales agencies.

Sixteen of the twenty-six associations reported that they advertise the products handled. Assessments for advertising vary from 1/2¢ a box to 4¢ a box. The amounts expended in connection with the marketing of the 1922 crop ranged from \$200 to \$35,000. Some of the larger appropriations for the advertising of the 1923 crop are: \$7,200; \$22,700; \$30,000 and \$35,000.

It is estimated that the associations reporting handled over 8,000 cars, containing over 6,000,000 boxes of apples of the 1922 crop, valued at approximately \$8,000,000.

One association with more than 1,600 cars to market made shipments to the United Kingdom, Scandinavia, Philippine Islands, and China. Another association made sales in the United Kingdom, Denmark, Canada, Mexico, Cuba and South America.

One and one-half million boxes of apples of the 1922 crop were marketed for the members of the thirty-odd locals forming the Skookum Packers' Association. About one thousand growers are interested in producing the apples sold under the Skookum trade name and \$750,000 has been expended in the last ten years in advertising these apples.

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SELLS VEGETABLES AND BUYS SUPPLIES

One hundred fifty carlots of southern vegetables were marketed the past season through the Hazlehurst Truck Growers' Association, Hazlehurst, Miss. This association, which was organized in 1919, has a membership of 170. In addition to marketing farm products it buys supplies, such as fertilizers, containers, seeds and feeds. It owns two brick warehouses.

OVER HALF A BILLION POUNDS OF TOBACCO SOLD COOPERATIVELY

Eight producer-owned and controlled associations marketed nearly 600,000,000 pounds of tobacco of the 1922 crop. This amount was nearly one-half of the total number of pounds reported as produced in that year. Over 99.9% of the tobacco handled cooperatively was sold by six of the eight associations. The total membership of the eight associations is 259,840. One of the eight was formed in 1919, one in 1920, four in 1922, and two in 1923. Detailed figures for the several associations are given below:

Organization	Year Organized	Number of Members	Pounds of Tobacco 1922 crop
Burley Tobacco Growers' Cooperative Association, Lexington, Ky.	1922	90,607	196,978,673
Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky.	1923	64,000	175,000,000
Tobacco Growers' Cooperative Assn., Raleigh, N. C.	1922	90,226	163,000,000
Northern Wisconsin Cooperative Tobacco Pool, Inc., Madison, Wis.	1922	6,672	30,630,692
Connecticut Valley Tobacco Association, Hartford, Conn.	1922	3,389	27,000,000
Maryland Tobacco Growers' Association, Baltimore, Md.	1920	4,600	*6,000,000
Central New York Tobacco Growers' Coop. Assn., Inc., Baldwinsville, N. Y.	1919	280	261,402
Louisiana Farm Bureau Perique Tobacco Growers' Coop. Assn., Convent, La.	1923	66	115,000
<b>Total.....</b>		<b>259,840</b>	<b>598,985,767</b>

\*Estimated.

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LIBERAL ADVANCES ON TOBACCO BRING RUSH OF NEW MEMBERS

According to the "Letter to Locals," dated September 21, 1923, more than one hundred contracts from eastern North Carolina reached headquarters of the Tobacco Growers' Cooperative Association, Raleigh, N. C., during the first few days of the week. This increase is explained by the liberal advances being made by the association on tobacco delivered. The average gross price for tobacco at country points scarcely exceeded 20¢ a pound, while one grower who brought his tobacco to a cooperative floor at Rocky Mount received as his first advance an average of 20¢ a pound on 302 pounds; another received a first advance of \$589.90 for 2,394 pounds, an average of over \$24 per hundred; and two members averaged \$21.67 at another point as their first advance for 416 pounds.

HOUSE ORGAN STARTED BY CONNECTICUT TOBACCO GROWERS

The Connecticut Valley Tobacco Grower has been launched as the official organ of the Connecticut Valley Tobacco Association, Hartford, Conn. The first issue appeared under date of September 1, 1923. Among other things the first issue contains the reports made by the officers at the first annual meeting of the association held in Hartford, June 26, 1923. The report of the president of the association includes the following interesting statements: "I think we can feel that we have eliminated speculation in New England tobacco. We certainly have standardized the market, as after our directors have set prices, these prices have not been deviated from..... The big fact for us all to bear in mind is that we have packed the New England crop at the smallest overhead in the history of the business, have graded the sweet tobacco on its merits, and have sold that part of it which is ready at the highest prices for the various grades ever known. Our customers are satisfied."

The association has 3,312 members representing over 23,000 acres of tobacco, about 83% of the tobacco acreage of New England. The members are residents of four States, Connecticut, Massachusetts, New Hampshire and Vermont. In handling the 1922 crop the organization operated 101 warehouses at which tobacco was sorted, conditioned, packed and stored.

Crop orders numbering 1,612 and amounting to \$522,094, were given by members and honored by the association in connection with the marketing of the 1922 crop. These orders were in favor of banks, fertilizer concerns and other creditors. It is stated that because of the acceptance of the orders by the association the members were able to get a much larger credit than would have been the case otherwise.

Growers were assisted by the association in securing insurance against hail for nearly 16,000 acres of tobacco. A coverage of \$300 an acre was obtained at a premium of 8%. Claims to the number of 180 were filed, 123 of which have been settled.

A tobacco exhibit is being prepared for the Eastern States Exposition, Springfield, Mass., September 16-22. A section of a tobacco shed is to be shown with tobacco hanging. Back of the shed will be a painting of a New England tobacco field and in front of the shed a real rail fence. Three mammoth cigars, four feet long, will form a part of the exhibit.

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NEW POLICY PROPOSED FOR DARK TOBACCO GROWERS

A policy of retrenchment has been urged upon the new board of directors by prominent members of the Dark Tobacco Growers' Cooperative Association, Hopkinsville, Ky. The directors have instructed the executive committee to prepare plans at once for the reorganization. A copy of the plans will be sent to each director and it is expected that action will be taken at the next meeting of the board. Recommendations include the elimination of unnecessary offices, the consolidation of others, and general salary reductions.

COOPERATIVE MILK DISTRIBUTING ASSOCIATION REPORTS INCREASED BUSINESS

Sales of the Franklin Cooperative Creamery Association, Minneapolis, Minn., increased from \$86,849 in July, 1921, to \$286,095 in July, 1923, an increase of nearly \$200,000 a month in the two years. During the same period there was an increase in the number of wagons operated, number of employees, and number of bottles of milk distributed. The detailed figures are as follows:

July	Number of Wagons	Number of Employees	Number of Bottles Distributed	Total Sales
:	:	:	:	:
1921	46	120	968,495	\$ 86,849
1922	82	178	1,570,540	137,006
1923	146	381	3,234,959	286,095

During the same period the quality of the milk was improved by an increase in per cent of butterfat and in a reduction of the average number of bacteria.

The association has decided to put its employees on a six-day-a-week basis, despite the fact that milk has to be distributed every day in the year. The operating force is to be reorganized so that each employee can be relieved from duty one day out of each seven.

The stockholders of the creamery, who are its employees and patrons, recently held a big picnic in a park in the outskirts of the city.

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INCREASING BUSINESS OF TWIN CITY MILK PRODUCERS DEMANDS NEW PLANT

The erection of a new plant at St. Elmo to take care of the surplus milk in that section, was decided upon by the board of directors of the Twin City Milk Producers' Association, St. Paul, Minn., at a recent meeting. This action was considered necessary to relieve a plant at Woodbury which is now receiving more milk than it can handle economically, from 140,000 to 175,000 pounds a day. Surplus milk for the month of August amounted to nearly 6,000,000 pounds. With the aid of the condensing and milk-powder plants the association was able to handle this large amount.

Fifty cents a pound for butterfat in first grade cream was paid to producers during August, and \$2.75 per hundred for 3.5% milk delivered.

Following is the statement of milk handled during August:

	Pounds
Sold to distributors.....	11,736,772
Retailed at Northfield.....	45,982
To cheese.....	854,558
Separated.....	5,090,526
To ice cream, condensed and misc...	14,619
Total.....	17,742,452

DAIRYMEN PROSECUTE BIG SELLING CAMPAIGN

"Dairylea" evaporated milk and other products of the Dairymen's League Cooperative Association, Inc., New York, N. Y., are now on sale in many stores of the United States east of the Mississippi River, and in Oklahoma and Texas, according to information furnished by the association.

A drive to introduce "Dairylea" products was begun by the sales department in New York City in April of this year, said to be "the most comprehensive of any food campaign ever put on in New York City." Forty salesmen completely covered the city in 21 days, calling upon 12,010 retail dealers and placing initial orders for "Dairylea" evaporated milk with 5,309, or 44.7%. These customers have been held and others added until about 75% of the stores of the city are handling the product in gradually increasing quantities.

Expansion of the sales organization to cover the State of New York followed, and it is estimated that 75% of the retail stores in the cities outside of New York are handling the farmer brand of evaporated milk. Later the sales campaign was broadened to cover the Eastern and Southern States.

Four division offices have been established by the sales department, in New York City, Philadelphia, Pittsburgh and Boston. A southern division is also in operation, covering the Southeastern States and Texas and Oklahoma. Each division has its own sales and advertising managers and its own staff of salesmen, each of whom has his own allotted territory and is required to make at least 20 calls a day, or 120 a week, and to make at least four visits to each customer or prospect during the year. Salesmen are also expected to aid customers by setting up window displays from time to time to stimulate the sales of "Dairylea" milk.

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STAPLE COTTON ASSOCIATION DEVELOPS STRONG SELLING ORGANIZATION

The Staple Cotton Association, Greenwood, Miss., in the two years of its existence has built up a strong selling organization which the management believes is capable of handling all the cotton received. The general manager has been actively engaged in visiting mills where staple cotton is used and making contacts for the Staple Cotton Association, and the statement is made that "Scarcely a day passes whose mail fails to bring us letters from spinners in this country and abroad asking to do business with us direct." Last year 70,248 bales were sold locally to shippers in the South, and 86,100 bales were shipped. Up to August of this year the association had sold only 26,333 bales locally and had shipped 117,659 bales. During the month of July sales were made to more than twenty spinners and merchants.

Distribution of funds to members on account of 1922 cotton amounted to \$21,576,227 on July 1, 1923. Of this sum \$11,734,952 was advanced prior to sale of the cotton.

COOPERATIVE CREAMERIES MAINTAIN SELLING AGENCY IN NEW YORK CITY

Rapid expansion in volume of business is shown by several annual statements of the Minnesota Cooperative Dairies Association, Owatonna, Minn. This association was incorporated in 1907 for the purpose of selling the butter manufactured by the cooperative creameries which make up its membership. The distributing office is in New York City where most of the butter is disposed of. Available figures are as follows:

Year :	Butter Received	Net to Creameries		
:	Packages	Pounds	Total	Cents per Pound
1913 :		778,312	\$ 249,724.15	32.08
1914 :		1,297,300	410,609.42	31.65
1920 :	70,154	4,475,004	2,535,937.14	56.66
1921 :	93,550	5,869,364	2,231,429.46	38.01
1922 :	93,651	5,889,237	2,151,175.15	36.52

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NEARLY FOUR HUNDRED MEMBERS IN PECAN ASSOCIATION

A summary of operations for the year ending April 30, 1923, issued by the National Pecan Growers' Exchange, Albany, Ga., shows receipts of \$11,150 from commissions and brokerage, and \$1,195 from penalties from growers. Total expenses amounted to \$10,381, of which \$5,494 was for salaries and \$243 for advertising. In order to provide for working capital a percentage was deducted from proceeds of sales, amounting to \$4,403.

This organization has nearly 400 members scattered through Georgia, Florida, and Alabama, and a letter from the president and manager of the exchange, dated May 18, 1923, states that he does not know of one dissatisfied member, but that all are boosters for the exchange and many are endeavoring to secure new members. The exchange has operated since the fall of 1918.

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NATIONAL GRAIN COMMISSION COMPANY READY FOR BUSINESS

A seat on the Omaha Grain Exchange has been secured by the National Grain Commission Company, Omaha, Nebr., and announcement is made under date of August 1 that the company is ready to receive shipments of grain and that drafts with bills of lading attached will be promptly honored. This company was organized October 15, 1919, as the National Grain Company, but never operated. In January of the present year it was reorganized to meet the requirements of the Omaha Exchange under the name of the National Grain Commission Company. It was organized by the Farmers' Educational and Cooperative Union of Nebraska, which union owns the new company.

HIGH-GRADE BUTTER PRODUCED BY NEW ZEALAND DAIRY COMPANY

Twenty-four hundred tons of butter, or 96,000 boxes, with an average grade of 93.93 points, is the record of the New Zealand Cooperative Dairy Company for the year ending March 31, 1923, according to a recent consular report. During six months in the height of the season all the butter made was graded superfine with the exception of 63 boxes which were graded first class. The improvement in quality is believed to be due to the increased care taken by the farmers, to the work of the company's instructors, and to the enforcement of a rigid grading system.

The following table shows the quantities produced and the grades for the six months referred to above:

Month	:	Superfine (Boxes)	:	First Grade (Boxes)	:	Score
October	:	7,351	:	63	:	93.9
November	:	10,333	:	None	:	94.46
December	:	11,054	:	None	:	94.37
January	:	8,936	:	None	:	94.03
February	:	6,354	:	None	:	93.96
March	:	7,490	:	None	:	93.31

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COOPERATIVE TRAINING SCHOOL HAS TWENTY-TWO STUDENTS

Twenty-two students are attending the Cooperative Training School conducted by the Northern States Cooperative League in Minneapolis. The course is for five weeks and includes seven classes of 50 minutes each, every day, besides extra classes and home work. Instruction is given in bookkeeping and cooperative administration and management, also in the general history, theories and philosophy of the cooperative movement. Eight of the 22 students are from Minneapolis, eight from other points in Minnesota, and six from outside the State, one coming from Massachusetts. Four members of the school are women.

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ASSOCIATION TO MARKET SALTED ALMONDS IN VACUUM JARS

Salted almonds packed in tin and glass cans by a vacuum process are to be put on the market by the California Almond Growers' Exchange, San Francisco, Calif. Vacuum packing machinery has been ordered and will be installed in the San Francisco plant. An extensive advertising program, which will include this new product, is being prepared for the 1924 season.

MINNESOTA COOPERATIVE CREAMERIES ASSOCIATION ENLARGES ITS PROGRAM

A butter marketing program has been worked out by the recently created sales department of the Minnesota Cooperative Creameries Association, St. Paul, Minn. The program calls for a marketing agreement between the creameries making up the association and the association itself whereby each creamery agrees to consign all its butter to the association for a period of two years. The association agrees to receive, grade, brand and sell the butter and to return to each creamery the proceeds of sales less the expense of selling the product. According to the detailed plan submitted by the association to its member creameries, the butter is to be concentrated at St. Paul, Duluth, and some point in southern Minnesota, where it will be inspected, weighed, graded, branded with an attractive label, made up into carloads of full capacity, and offered for sale in straight carlots of certain quality.

The trade is to be supplied with two grades of branded butter, sweet-cream butter with a score of 94 to 95, and mildly-ripened-cream butter with a score of 92 or 93. Sales are to be made f.o.b. St. Paul or f.o.b. market. It is proposed to use existing channels of trade but to work with the idea of creating a consumer demand for the Minnesota product, particularly in New York City, Philadelphia, Chicago, and a few of the other large cities.

Announcement has been made that the per pound assessment for the benefit of the educational work of the association has been reduced to 1/4¢ a pound. This was made possible by the vast quantity of butter manufactured by the member creameries, estimated at 80,000,000 pounds annually. The goal toward which the management is now working is standardization as to quality of product, as to appearance of package, and the creation of a strong consumer demand.

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MEMBERSHIP GROWS FROM THREE HUNDRED TO ELEVEN HUNDRED

Three hundred thousand barrels of rice were milled and sold last year, at a net price of \$3 a barrel, by the Louisiana Farm Bureau Rice Growers' Cooperative Association, Crowley, La., in its first year of operation. The expense of handling was 77¢ per barrel of rough rice. Sixty pools were made, including one each for bran, polish, brewers and chicken feed, with as high as seven pools for each of the different varieties.

The association started last year with the small membership of 314 farmers, and the rice handled was less than 3% of the crop produced in the United States. The membership is now over 1,100 and 1,250,000 sacks of rice are pledged to the association for five years.

MILK PRODUCERS ARE ALSO MILK DISTRIBUTORS

Reports from 41 farmer-owned associations engaged in the retail distribution of milk indicate that these institutions are serving about 138,600 customers. The 41 associations have an estimated membership of 11,800, and they are handling approximately 125,800 gallons of fluid milk daily. Twenty-three of the organizations have been formed since the beginning of 1920, 18 were formed prior to that date. The years in which the various associations were formed and the number created each year, is as follows:

Year	Number of Assns. Formed	Year	Number of Assns. Formed
1911	1	1918	4
1912	1	1919	3
1914	1	1920	8
1915	3	1921	9
1916	2	1922	5
1917	3	1923	1

The 41 associations are located in 22 States, including Massachusetts on the east and California on the west, New Hampshire on the north and Texas on the South. Massachusetts and New York are each credited with five of the 41 associations, while the reports from the other States show one, two or three each.

The list of 41 associations given below does not include the half dozen regional milk marketing associations which operate over large areas and are engaged in performing all the activities connected with the marketing of milk, such as collecting at country stations, operating creameries, cheese factories, condenseries or ice-cream plants, supplying milk dealers on a wholesale basis, and operating retail distributing enterprises. Examples of the above type are found in the Dairymen's League Cooperative Association, Inc., of New York, the Turner Centre System of Auburn, Me., and the Milk Producers' Marketing Company of Chicago.

Nor does the above include farmers' associations primarily engaged in collecting and distributing milk at wholesale, of which there are thirty or more. Neither does the list include the twenty and more price-bargaining associations which have been formed by milk producers for bargaining collectively with dealers. The list below is complete only to the extent that it includes the associations from which reports have been received recently regarding the items enumerated.

Associations	Year Formed	Members 1923	Gallons Daily	Number Customers
Farmers' Dairy, Fresno, Calif.	1922	28	:	:
Calif. Milk Producers' Assn., Los Angeles	1915	650	:	:
Coop. Dairy Co., Inc., Torrington, Conn.	1920	22	500	300
Highland Dairy Farms Co., Highland, Ill.	1921	500	:	:
Quincy Coop. Milk Producers' Assn., Ill.	1922	150	:	:
Wayne Dairy Products Co., Richmond, Ind.	1921	115	1,800	3,000
Boone Dairy Marketing Assn., Boone, Iowa	1922	43	800	4,000
Marshalltown Coop. Dairy Mktg. Assn., Ia.	1920	42	750	250
Sioux City Coop. Dairy Assn., Iowa	1922	370	900	1,200
Producers' Dairy Coop. Assn., Wichita, Kan.	1921	105	900	2,100
Coop. Pure Milk Assn., Covington, Ky.	1923	2,914	2,250	8,000
Ky. & Ind. Dairies Co., Louisville, Ky.	1920	720	3,000	2,500
Queen City Dairy, Inc., Cumberland, Md.	1919	32	850	3,900
Producers' Dairy Co., Brockton, Mass.	1917	75	800	3,500
Easthampton Coop. Milk Assn., Mass.	1918	200	400	700
Pittsfield Milk Exchange, Inc., Mass.	1920	:	1,000	:
Holyoke Producers' Dairy Co., Inc.	:	:	:	:
S. Hadley Falls, Mass.	1921	75	1,500	:
Farmers' Coop. Milk Exchange, Westfield, Mass.	1920	44	1,100	850
Berrien Co. Milk Producers' Assn.,	:	:	:	:
Benton Harbor, Mich.	1918	150	:	:
Grand Rapids Dairy Co., Inc., Mich.	1917	530	8,500	6,000
Coop. Dairy Assn., Kansas City, Mo.	1920	1,100	5,000	6,500
Concord Dairy Co., Inc., Concord, N.H.	1921	49	:	:
Roby Farm Dairy, Nashua, N. H.	1921	43	:	:
Albuquerque Coop. Dairy Assn., N. Mex.	1921	54	600	1,000
Fort Plain Milk Co., Fort Plain, N. Y.	1914	170	:	:
Little Falls Dairy Co., Inc., N. Y.	1916	219	5,040	909
Lockport Coop. Dairy Assn., Inc., N.Y.	1919	227	3,000	1,200
Farmers' Coop. Milk Co., Inc.,	:	:	:	:
Poughkeepsie, N. Y.	1915	413	:	:
Onondaga Milk Producers' Coop. Assn., Inc.	:	:	:	:
Syracuse, N. Y.	1920	800	8,230	20,000
Producers' Milk Co., Cleveland, Ohio	1915	118	2,500	4,000
Dairymen's Association, Beaver, Pa.	1919	45	400	1,200
Greenville Dairy Co., Inc., Greenville, Pa.	1918	65	1,000	1,200
Somerset Dairy Coop., Johnstown, Pa.	1911	18	1,100	4,000
Aquidneck Dairymen's Assn., Inc.,	:	:	:	:
Newport, R. I.	1918	:	:	:
Aberdeen Milk Producers' Assn., S. Dak.	1921	60	4,400	1,500
Dallas Milk Prod. Assn., Dallas, Tex.	1922	125	:	:
Rio Grande Valley Dairy Assn., El Paso, Tex.	1916	150	3,000	3,750
Petersburg Dairy Co., Inc., Petersburg, Va.	1912	11	:	:
Angeles Coop. Creamery, Port Angeles, Wash.	1917	102	500	500
Yakima Dairymen's Assn., Yakima, Wash.	1921	550	:	:
Manitowoc Farmers' Coop. Dairy Co., Wis.	1920	147	:	:

COLORADO AND IOWA FARMERS COOPERATE

Producers of live stock in Colorado are cooperating with feeders of live stock in Iowa. The plan being followed is similar to that developed by the Highland Hereford Breeders' Association of Marfa, Texas, which was described in the issue of this circular of September 24. The North Park Stock Growers' Association of Colorado has been organized by cattle producers of Park County, a section producing large numbers of high-grade cattle. The plan of marketing developed contemplates auction sales in the feeding sections of Iowa. The first sale was at Atlantic, Iowa, September 26, when 1,400 head of cattle were sold to Corn Belt farmers. A second sale of 4,000 head has been scheduled. It is planned to sell 400 head of selected calves in groups of ten and twenty to members of boys and girls' clubs in Iowa.

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POULTRY SHOW CONDUCTED BY TULARE POULTRY ASSOCIATION

More than \$10,000 worth of eggs were sold in August by the Tulare Cooperative Poultry Association, Tulare, Calif. Also the association shipped \$5,000 worth of poultry and \$390 worth of baby chicks. Feed and supplies handled amounted to over \$8,000, bringing the total business for the month to about \$9,000 more than during August, 1922. Prices to the producers for No. 1 eggs averaged 4¢ a dozen more than in August of last year. The eggs delivered by one producer graded 94% No. 1 and 6% No. 2. A poultry show was held recently by the association which resulted in the management being assured that real utility types of birds were being developed.

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SHIPPED OVER A THOUSAND CARS OF FRUIT

Five hundred and fifty farmers make up the membership of the Yakima Fruit Growers' Association, Yakima, Wash., a fruit-selling agency with packing houses and storage plants. The shipments in the 1922-23 season amounted to 1,051 cars which sold for \$1,100,000, the fruit handled being mostly apples, pears, peaches and prunes. Shipments are sold on wire orders and in 1922 sales were made to approximately 100 markets. The association was organized in 1911 and is strictly co-operative. Shipments are pooled, the length of the pools varying from one week to the entire season, depending on the variety. The association advertises its products in a small way, spending something over \$7,000 for advertising in 1922.

MISSOURI TOBACCO GROWERS ADDED TO BURLEY ASSOCIATION

The Mississippi River has been crossed by the Burley Tobacco Growers' Cooperative Association, Lexington, Ky., in its campaign for new members. The borders of the association have been extended into Missouri and 700 new members have been added to the membership roll as a result of a recent campaign in the tobacco-producing counties of that State. Six counties are represented in this membership, Platte County contributing the largest number of members. Receiving points will be established at Weston and Dearborn and the campaign will be continued until the delivery season opens.

The total membership of the Burley Association was reported as 90,607 on September 22.

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CANADIAN WHEAT TO BE HANDLED COOPERATIVELY

Farmers in Saskatchewan and Alberta are forming voluntary pools for handling the 1923 wheat crop, according to information received through the consular service. In Saskatchewan a provisional board of directors will operate the pool for three months, at the end of which time it is expected that arrangements will be completed for the election of a board by the contract holders and the establishment of a fully equipped marketing machine. The Alberta pool is to be managed by a board of trustees. In both provinces the wheat producers are signing contracts. There will be no pool in Manitoba.

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RAPID INCREASE IN MEMBERSHIP OF COTTON ASSOCIATIONS

According to information recently supplied by L. F. McKay, Director of Information, American Cotton Growers' Exchange, Dallas, Tex., the State associations making up the membership of that exchange added 81,973 new members to their lists during the first eight months of 1923. The numbers given are as follows: Georgia, 24,318; Oklahoma, 15,495; Texas, 10,094; Alabama, 9,300; Mississippi, 7,354; Tennessee, 6,441; Arkansas, 4,363; South Carolina, 2,332; North Carolina, 1,535; Louisiana, 741.

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ARIZONA COTTON GROWERS INCREASE SHORT STAPLE ADVANCES

An increase in the first advance to its growers was decided upon by the directors of the Arizona Pimacotton Growers' Association, Phoenix, Ariz., on September 13. Advances will be for 22¢ a pound instead of 14¢ as heretofore announced, while the advance for cotton seed will be increased from \$15 to \$19 per ton. An advance in market prices on short staples made this action possible.